

Message Text

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17

ACTION XMB-04

INFO OCT-01 ARA-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02

CIEP-01 OMB-01 /046 W

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R 181529Z JUL 75

FM AMEMBASSY PANAMA

TO SECSTATE WASHDC 4545

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EO 11652: N/A

TAGS: EGEN, PN

SUBJ: EMPRESA ESTATAL DE CEMENTO "BAYANO" 350,000 MTA CEMENT
PLANT TO BE CONSTRUCTED NEAR CALZADA LARGA

REF: STATE 163301

1. EMBASSY PERCEIVES NO OBJECTION TO CONSIDERATION BY EXIMBANK
OF FINANCING FOR A PORTION OF US EQUIPMENT REQUIREMENTS OF
SUBJECT PROJECT AS OUTLINED REFTTEL.

2. CARL CLAUSEN, CONSULTANT ON THE PROJECT WAS FIRST RECRUITED
BY INTERNATIONAL EXECUTIVE SERVICE CORPS FOR ASSIGNMENT DURING
EARLY DEVELOPMENT STAGE. HE WAS THEN EMPLOYED BY MINISTRY OF
COMMERCE TO CONTINUE IN ADVISORY ROLE. THIS FACILITATED
EMBASSY'S KEEPING ABREAST OF PROGRESS AND RESULTING TRADE AND
CONSTRUCTION OPPORTUNITIES. ACCORDING TO CLAUSEN, US FIRMS DID
NOT BID FOR THE MAIN CONTRACT DUE TO THE REQUIREMENT THAT EHE
CONTRACTOR ARRANGE FOR FINANCING. OTHER FOREIGN FIRMS COMPETING
WERE C. ITOH/KAWASAKI HEAVY INDUSTRIES (JAPAN) AND POLYSIUS
A. G. (GERMANY). THE CONTRACT WAS AWARDED TO F.L. SMIDTH,
AND CONTRACT SIGNING IS EXPECTED NEXT WEEK.

3. PANAMA MARKET COULD, WITH RESTORATION NORMAL LEVEL OF
ECONOMIC ACTIVITY, UTILIZE MOST OF THE NEW PLANTS INITIAL
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PRODUCTION OF 1,000 MT A DAY (23,400 BAGS). PRESENT DAILY

CONSUMPTION REPORTEDLY 40,000 BAGS PER DAY (BPD), AND PRIVATE
MILLS PRODUCE ESTIMATED
35,000 BPD. PRIVATE SECTOR CONSTRUCTION IS, HOWEVER,
DEPRESSED AT PRESENT AND COULD RECOVER BY 1978. ALTHOUGH CURRENT
DEFICIT IS 5,000 BPD, OCCASIONAL PLANT BREAKDOWNS RAISE IMPORT
REQUIREMENTS CONSIDERABLY. IMPORT ORDERS TOTALLING 300,000
BAGS WERE FOR EXAMPLE, PLACED IN FIRST HALF 1975.
MAJOR PROJECTS REQUIRING CEMENT ARE BAYANO DAM GOVERNMENT
HOUSING AND NEW INTERNATIONAL AIRPORT. NEW MAJOR PROJECTS
PLANNED FOR INITIATION BY 1978 ARE EXPECTED TO RAISE REQUIREMENTS
CLOSE TO CAPACITIES OF EXISTING CEMENT PLANTS PLUS CALZADA
LARGA PLANT.
GONZALEZ

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Message Attributes

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Margaret P. Grafeld
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